

## 25TH ANNUAL EDITORIAL INDEX

The following is a compilation of 215 editorial features and commentaries published by *Area Development* in 1990.

### CASE HISTORIES

Improved Energy Technologies Enhance Competitiveness (Feb.)  
 Water Conservation: The Developer's Role (Feb.)  
 The Airpark Concept Will Fly (Mar.)  
 A Growing Border Economy (Mar.)  
 Telecommunications Impacts Company's Site Selection (Apr.)  
 Team Esteem (Aug.)  
 Profits Flow From Port Industrial Parks (Aug.)  
 Expansion Plans Shift Into High Gear (Sept.)  
 Private Economic Development Agencies Open Doors (Sept.)  
 Developing A Network Of Local Support (Dec.)

### COMMUNITY RELATIONS

Improved Energy Technologies Enhance Competitiveness (Feb.)  
 Selecting The Metro Corporate Headquarters (Feb.)  
 Retail Facilities Sell An Area (Feb.)  
 The Airpark Concept Will Fly (Mar.)  
 A Growing Border Economy (Mar.)  
 Ports Generate Industrial Development (Mar.)  
 Errors Companies Make In Site Selection (Apr.)  
 Developing A Vision For Youth Education (May)  
 Making Quality Of Life A Primary Corporate Goal (May)  
 Project Conflict Resolution (June)  
 The Nimby Phenomenon (July)  
 In The Community Spirit (July)  
 The Community Survey As A Location Tool (Sept.)  
 Establishing Win-Win Relationships (Nov.)  
 Military Facility Realignments Can Generate Growth (Dec.)  
 Developing A Network Of Local Support (Dec.)  
 Electric Cooperative Encourages Rural Development (Dec.)

### CONSTRUCTION AND DESIGN

Microelectronic Controls: The Future Of HVAC (Feb.)  
 Business Parks: The New Amenity-Packed Mini-Cities (Mar.)  
 Industrial/Office Parks Draw Corporations (Mar.)  
 The Interior Architect's Role In Site Selection (Mar.)  
 Telecommunications Impacts Company's Site Selection (Apr.)  
 The Fast-Track Construction Project (May)  
 Choosing The "Best" Park Location (June)  
 Small Industrial Space Meets Great Demand (Aug.)  
 Drafting A Sound Building Strategy (Aug.)  
 Bringing New Life To Older Buildings (Dec.)  
 Business Parks Go Upscale (Dec.)

### ECONOMICS

1989 Legislative Wrap-Up—Part I: International Issues (Jan.)

An Update On The Canada-U.S. FTA (Jan.)  
 Nontariff Barriers Become Increasingly Popular (Jan.)  
 Small Business' Need For Increased Export Financing (Jan.)  
 Health Care Costs—A Growing Problem (Jan.)  
 East Europe Profits Await Political Stability (Jan.)  
 EC 1992: Challenge And Opportunity (Feb.)  
 Management Skill Drives Success (Feb.)  
 1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)  
 Modeling The Canadian Health-Care System (Feb.)  
 Rising Oil Prices (Feb.)  
 Business Energy Tax Credits Get Weak Recharge (Feb.)  
 Global Economy And The Age Of Homogeny (Mar.)  
 A Growing Border Economy (Mar.)  
 The FTZ Boosts Competitiveness And The Bottom Line (Mar.)  
 The Impact Of EC 1992 On Foreign-Trade Zones (Mar.)  
 Priorities Are Changing For Japanese Investment In U.S. (Apr.)  
 Industry-Led Policy Key To Competitive Edge (Apr.)  
 Emerging Markets In Eastern Europe (Apr.)  
 Antidote To Rising Medical Costs (Apr.)  
 Quality Control: A Prime Business Plan Element (Apr.)  
 EC 1992: Competition And Opportunity For U.S. Companies (Apr.)  
 Winning In The '90s (May)  
 Maintaining America's Technological Leadership (May)  
 Manufacturing: The Key To Balancing Trade (May)  
 The Objectives And Strategy Of Economic And Monetary Policy (May)  
 Europe, Inc.—Windows Of Opportunity (May)  
 Waging A War On Deficit Spending (May)  
 Power Shift Impacts Brand Equity And Quality (May)  
 U.S. Manufacturing Industries—More Important Than Ever (May)  
 America's Work Force In The 1990s (June)  
 Government's Role In Drawing Foreign Investment (June)  
 Unified Germany's Effect On The Global Economy (June)  
 The RTC's Attempts To Solve The S&L Crisis (June)  
 Eastern European Countries—New Lands Of Opportunity (July)  
 Bullish On The Bear (July)  
 Zoned For The Global Economy (Aug.)  
 Industrial Forecast Of The '90s (Sept.)  
 Lagging Productivity Doesn't Add Up (Sept.)  
 Latin America: Land Of Potential (Sept.)  
 A Manufacturing Agenda For The '90s (Sept.)  
 Leading The Way To Quality Improvement (Oct.)  
 The European Community—A Vital Trade Partner (Nov.)  
 Devising Strategies For Europe 1992 (Nov.)  
 1992 Update (Nov.)  
 Oil Update (Nov.)  
 Getting Oriented In Japan (Nov.)  
 The Thriving Maquiladora Industry (Nov.)  
 Spain, Portugal, Greece Offer Special Paths To 1992 (Nov.)

Opportunities Abound In The Caribbean Basin (Nov.)  
Malaysia And Thailand—Pacific Rim Dynamos (Nov.)  
Back To The Future—1916 Predictions For 1991 (Dec.)  
Alternative Work Schedules (Dec.)

## EDUCATION AND TRAINING

1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)  
Global Economy And The Age Of Homogeny (Mar.)  
Retraining For Restructuring (Mar.)  
Promoting Literacy In The Workplace (Mar.)  
Quality Control: A Prime Business Plan Element (Apr.)  
Mapping An Effective Industrial Site Strategy (Apr.)  
Maintaining America's Technological Leadership (May)  
An Education In Quality (May)  
Developing A Vision For Youth Education (May)  
Industrial Extension Services Will Stimulate Manufacturing (June)  
America's Work Force In The 1990s (June)  
The Changing Work Force (Oct.)

## ENERGY

Improved Energy Technologies Enhance Competitiveness (Feb.)  
Rising Oil Prices (Feb.)  
Business Energy Tax Credits Get Weak Recharge (Feb.)  
Microelectronic Controls: The Future Of HVAC (Feb.)  
Balancing Energy Needs And Environmental Protection (May)  
Data Sources For Area Evaluation (July)  
Metal Products Plants Have Specific Site Requirements (Sept.)  
Energy Audits Cool Down Costs (Oct.)  
Oil Update (Nov.)  
Corporate Executives Rate Site Selection Factors (Dec.)

## ENVIRONMENT

Weighing The Costs Of An Environmental Cleanup (Jan.)  
Environmental Cleanup Liability—Let The Buyer Beware (Feb.)  
1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)  
Improved Energy Technologies Enhance Competitiveness (Feb.)  
Water Conservation: The Developer's Role (Feb.)  
Standardization Of Environmental Audits (Mar.)  
The Wetlands Permit Process (Apr.)  
Balancing Energy Needs And Environmental Protection (May)  
Waste Disposal—A Costly Location Factor (May)  
Effective Environmental Protection Requires A Worldwide Commitment (June)  
Environmental Audits Protect Investments (June)  
Environmental Conditions Impact The Location Process (July)  
At First Bite: Finding The Best Food Processing Plant Location (July)  
Complying With New Environmental Rules (Sept.)  
The Thriving Maquiladora Industry (Nov.)  
Corporate Executives Rate Site Selection Factors (Dec.)  
Developing A Network Of Local Support (Dec.)

## EXECUTIVE BY-LINES

East Europe Profits Await Political Stability by James Green, International Investment Consultant, The Conference Board (Jan.)  
EC 1992: Challenge And Opportunity by Gregory J. O'Connor, Office of European Community Affairs, U.S. Department of Commerce (Feb.)  
Water Conservation: The Developer's Role by Roger

McErland, Senior Partner, POD, Inc. (Feb.)  
Landscape Management: Projecting And Controlling Costs by Al R. Young, Executive Vice President, Land Management Consultants, Inc. (Feb.)  
Public Warehousing Supports Corporate Expansion by Jerry Leatham, President, The American Warehousemen's Association (Mar.)  
Business Parks Evolve To Meet Changing Needs by James Nygaard, Executive Vice President, Opus North Corporation (Mar.)  
Ports Generate Industrial Development by Brian R. Frennea, President, Inland Rivers Ports & Terminals, Inc. (Mar.)  
The Impact Of EC 1992 On Foreign-Trade Zones by Tommy L. Berry, President, National Association of Foreign-Trade Zones and Manager FTZ No. 65, Port Panama City, Florida (Mar.)  
The Interior Architect's Role In Site Selection by Wilfred Taubert, Executive Vice President, Interiors, Lohan Associates (Mar.)  
Standardization Of Environmental Audits by Frank Labowski, Director of Operations, Diagnostic Engineering Inc. (Mar.)  
Global Economy And The Age Of Homogeny by Tom H. Barrett, CEO, Goodyear Tire & Rubber Co. (Mar.)  
Telecommunications Impacts Company's Site Selection by Harrison Coleman and Nancy Williams, GTE Telephone Operations (Apr.)  
Ten Location Traps To Avoid by Charles Elliott, PHH Fantus (Apr.)  
The Wetlands Permit Process by Robert I. Steinberg, Porter, Wright, Morris & Arthur, Washington, D.C. (Apr.)  
Industry-Led Policy Key To Competitive Edge by Representative Mel Levine, National Chairman, Rebuild America (Apr.)  
Winning In The '90s by John F. Welch, Chairman and CEO, General Electric Co. (May)  
Maintaining America's Technological Leadership by P. Roy Vagelos, M.D., Chairman and CEO, Merck & Co., Inc. (May)  
Manufacturing: The Key To Balancing Trade by Daniel J. Krumm, Chairman and CEO, Maytag Corp., and Chairman, National Association of Manufacturers (May)  
The Objectives And Strategy Of Economic And Monetary Policy By Alan Greenspan, Chairman, Board of Governors, The Federal Reserve System (May)  
An Education In Quality by Elizabeth Dole, U.S. Secretary of Labor (May)  
Europe, Inc.—Windows Of Opportunity by John F. Magee, Chairman, Arthur D. Little, Inc. (May)  
Developing A Vision For Youth Education by Peter R. Scanlon, Chairman, Coopers & Lybrand (May)  
Waging A War On Deficit Spending by J. Peter Grace, Chairman and CEO, W.R. Grace & Co. (May)  
The Global Company In The 21st Century by John A. Young, President and CEO, Hewlett-Packard Co. (May)  
Balancing Energy Needs And Environmental Protection by James W. Kinnear, President and CEO, Texaco, Inc. (May)  
Power Shift Impacts Brand Equity And Quality by Tom H. Barrett, CEO, Goodyear Tire & Rubber Co. (May)  
The Fast-Track Construction Project by Ken Saas, Chairman, Kesco Contracting Corp. (May)  
The Relocation Process: Timing And Strategic Positioning by Todd P. Anderson, Vice President, and Mark E. Nini, Sales Associate, Faulkner Co. (May)  
Industrial Extension Services Will Stimulate Manufacturing by Philip Shapira, Research Assistant Professor, West Virginia University Regional Research Institute (June)  
America's Work Force In The 1990s by Jerry J. Jasinowski, President, National Association of Manufacturers (June)

Unified Germany's Effect On The Global Economy by Robert M. Dunn, Jr., Professor of Economics, George Washington University (June)

Environmental Audits Protect Investments by Thomas W. Moran, P.E., Senior Environmental Engineer, Galeon Technical Services Inc. (June)

Achieving Quality Results by Paul E. Brunelle, Vice President of Human Resources, Tennant Company (June)

Metal Fabricating Firms Weigh Location Factors by Nancy K. Olson, Information Specialist, Fabricators and Manufacturers Association, International (FMA) (June)

The Nimby Phenomenon by Ann M. Michotek, Associate Director, Marketing/Communications, Amherst Industrial Development Agency (July)

Bullish On The Bear by William Moskoff, D.K. Pearsons Professor of Economics, Lake Forest College, Lake Forest, Illinois (July)

Environmental Conditions Impact The Location Process by Michael Thede, Senior Project Manager, Metcalf & Eddy, Inc. (July)

At First Bite: Finding The Best Food Processing Plant Location by William H. Lemaire, President, Food Plant Strategies, Inc. (July)

Funding: Plentiful Supply, Cautious Underwriting by Stephen M. Horan, Vice President, Meredith & Grew, Inc. (Aug.)

Drafting A Sound Building Strategy by Jay Bearman, Project Manager, Damone/Andrew Associates (Aug.)

Zoned For The Global Economy By Tommy L. Berry, President, National Association of Foreign-Trade Zones (Aug.)

Group Consensus Strategy Guides Corporate Relocations by Paul J. Henderson President, Henderson Group (Aug.)

A Blueprint For Quality by Bill Lewis, Corporate Director of Training and Development, Baldor Electric Co., Fort Smith, Ark. (Sept.)

Complying With New Environmental Regulations by David E. Downard and Thomas P. Roche, Pilko & Associates, Inc., Houston (Sept.)

Expansion Plans Shift Into High Gear by Gary W. Dotson, Manager, Site Selection, Dealership, and International Real Estate, Argonaut Realty, General Motors Corp. (Sept.)

A Manufacturing Agenda For The '90s by J.R. (Jim) Wright, Chairman, The Canadian Manufacturers Association, and President & General Manager, Dimatec Inc. (Sept.)

Steering A Group Move Relocation Policy by Joseph Morabito, Vice President and Senior Managing Consultant, Premier Decision Management (Sept.)

Enterprise Zones Revitalize Areas, Stimulate Business Growth by Roy O. Priest, Director, Office of Economic Development, U.S. Department of Housing and Urban Development (Oct.)

Devising Strategies For Europe 1992 by Timothy J. Losch, Senior Vice President, Corestates New Jersey National Bank (Nov.)

Getting Oriented In Japan by Frances L. Kernodle, Vice President of Marketing, Law International (Nov.)

Establishing Win-Win Relationships by Reese C. Wilson, Managing Principal, Reese Wilson & Associates (Nov.)

Spain, Portugal, Greece Offer Special Paths To 1992 by James Greene, International Investment Consultant, The Conference Board (Nov.)

Some Insights Into Japanese Business Culture by Gary M. Wederspahn, Director of Program Design and Development, International Division, Moran, Stahl & Boyer (Nov.)

Military Facility Realignments Can Generate Growth by Vernon George, President, Hammer, Siler, George Associates (Dec.)

Rural Development: A New Approach By Congressman

Glenn English (D-OK) (Dec.)

Developing A Network Of Local Support by Janice Hayward, The Gable Group, San Diego, Calif. (Dec.)

## FINANCING

Small Business' Need For Increased Export Financing (Jan.)

Directory Of State Incentives (Jan.)

Business Energy Tax Credits Get Weak Recharge (Feb.)

Priorities Are Changing For Japanese Investment In U.S. (Apr.)

Mapping An Effective Industrial Site Strategy (Apr.)

Borrowing Smart In A Country Awash In Money (July)

Funding: Plentiful Supply, Cautious Underwriting (Aug.)

Eximbank Can Help Establish Export Business (Sept.)

Turnaround—Taxes And The Realities Of Financing (Sept.)

Private Economic Development Agencies Open Doors (Sept.)

Sources Of Information For Economic Development (Oct.)

Rural Development: A New Approach (Dec.)

Electric Cooperative Encourages Rural Development (Dec.)

## GOVERNMENT AIDS AND CONTROLS

1989 Legislative Wrap-Up—Part I: International Issues (Jan.)

Weighing The Costs Of An Environmental Cleanup (Jan.)

Fringe Benefits: A Labor Cost Factor (Jan.)

An Update On The Canada-U.S. FTA (Jan.)

Nontariff Barriers Become Increasingly Popular (Jan.)

Small Business' Need For Increased Export Financing (Jan.)

Directory Of State Incentives (Jan.)

Health Care Costs—A Growing Problem (Jan.)

Environmental Cleanup Liability—Let The Buyer Beware (Feb.)

EC 1992: Challenge And Opportunity (Feb.)

1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)

Modeling The Canadian Health-Care System (Feb.)

Business Energy Tax Credits Get Weak Recharge (Feb.)

A Growing Border Economy (Mar.)

The FTZ Boosts Competitiveness And The Bottom Line (Mar.)

Promoting Literacy In The Workplace (Mar.)

Pending Changes In U.S. Tax Law (Mar.)

Standardization Of Environmental Audits (Mar.)

Industry-Led Policy Key To Competitive Edge (Apr.)

Emerging Markets In Eastern Europe (Apr.)

The Wetlands Permit Process (Apr.)

Maintaining America's Technological Leadership (May)

Manufacturing: The Key To Balancing Trade (May)

The Objectives And Strategy Of Economic And Monetary Policy (May)

An Education In Quality (May)

Waging A War On Deficit Spending (May)

Industrial Extension Services Will Stimulate Manufacturing (June)

Government's Role In Drawing Foreign Investment (June)

Project Conflict Resolution (June)

Environmental Audits Protect Investments (June)

The RTC's Attempts To Solve The S&L Crisis (June)

Eastern European Countries—New Lands Of Opportunity (July)

The Nimby Phenomenon (July)

Environmental Conditions Impact The Location Process (July)

At First Bite: Finding The Best Food Processing Plant Location (July)

Borrowing Smart In A Country Awash In Money (July)

Kennedy-Hawkins Bill: A Boost To Litigation, A Threat To Business (Aug.)

Profits Flow From Port Industrial Parks (Aug.)  
 Swaps '90s Style (Aug.)  
 Zoned For The Global Economy (Aug.)  
 The FTZ and EZ—A Review Of Advantages (Aug.)  
 Eximbank Can Help Establish Export Business (Sept.)  
 Complying With New Environmental Rules (Sept.)  
 Latin America: Land Of Potential (Sept.)  
 Political And Economic Programs Are France's Forte (Sept.)  
 Sources Of Information For Economic Development (Oct.)  
 Enterprise Zones Revitalize Areas, Stimulate Business Growth (Oct.)  
 The Thriving Maquiladora Industry (Nov.)  
 Spain, Portugal, Greece Offer Special Paths To 1992 (Nov.)  
 Opportunities Abound In The Caribbean Basin (Nov.)  
 Military Facility Realignments Can Generate Growth (Dec.)  
 Rural Development: A New Approach (Dec.)  
 Electric Cooperative Encourages Rural Development (Dec.)

## INFRASTRUCTURE

Ports Generate Industrial Development (Mar.)  
 Selecting A Port Facility (Mar.)  
 Profits Flow From Port Industrial Parks (Aug.)  
 Political And Economic Programs Are France's Forte (Sept.)

## INTERNATIONAL

1989 Legislative Wrap-Up—Part I: International Issues (Jan.)  
 An Update On The Canada-U.S. FTA (Jan.)  
 Nontariff Barriers Become Increasingly Popular (Jan.)  
 Small Business' Need For Increased Export Financing (Jan.)  
 East Europe Profits Await Political Stability (Jan.)  
 EC 1992: Challenge And Opportunity (Feb.)  
 Management Skill Drives Success (Feb.)  
 Modeling The Canadian Health-Care System (Feb.)  
 Rising Oil Prices (Feb.)  
 Global Economy And The Age Of Homogeny (Mar.)  
 A Growing Border Economy (Mar.)  
 The FTZ Boosts Competitiveness And The Bottom Line (Mar.)  
 The Impact Of EC 1992 On Foreign-Trade Zones (Mar.)  
 Priorities Are Changing For Japanese Investment In U.S. (Apr.)  
 Industry-Led Policy Key To Competitive Edge (Apr.)  
 Emerging Markets In Eastern Europe (Apr.)  
 EC 1992: Competition And Opportunity For U.S. Companies (Apr.)  
 Manufacturing: The Key To Balancing Trade (May)  
 Europe, Inc.—Windows Of Opportunity (May)  
 The Global Company In The 21st Century (May)  
 U.S. Manufacturing Industries—More Important Than Ever (May)  
 Government's Role In Drawing Foreign Investment (June)  
 Unified Germany's Effect On The Global Economy (June)  
 Eastern European Countries—New Lands Of Opportunity (July)  
 Bullish On The Bear (July)  
 Zoned For The Global Economy (Aug.)  
 Eximbank Can Help Establish Export Business (Sept.)  
 Latin America: Land Of Potential (Sept.)  
 Political And Economic Programs Are France's Forte (Sept.)  
 The European Community—A Vital Trade Partner (Nov.)  
 Devising Strategies For Europe 1992 (Nov.)  
 1992 Update (Nov.)  
 Oil Update (Nov.)  
 Getting Oriented In Japan (Nov.)  
 The Thriving Maquiladora Industry (Nov.)  
 Spain, Portugal, Greece Offer Special Paths To 1992 (Nov.)  
 Some Insights Into Japanese Business Culture (Nov.)

Opportunities Abound In The Caribbean Basin (Nov.)  
 Malaysia And Thailand—Pacific Rim Dynamos (Nov.)

## LANDSCAPING AND SITE PREPARATION

Water Conservation: The Developer's Role (Feb.)  
 Landscape Management: Projecting And Controlling Costs (Feb.)  
 Business Parks: The New Amenity-Packed Mini-Cities (Mar.)  
 Industrial/Office Parks Draw Corporations (Mar.)  
 Choosing The "Best" Park Location (June)  
 Expansion Plans Shift Into High Gear (Sept.)  
 Business Parks Go Upscale (Dec.)

## LEGAL ASPECTS AND TAXES

Weighing The Costs Of An Environmental Cleanup (Jan.)  
 Nontariff Barriers Become Increasingly Popular (Jan.)  
 Small Business' Need For Increased Export Financing (Jan.)  
 Directory Of State Incentives (Jan.)  
 Health Care Costs—A Growing Problem (Jan.)  
 Environmental Cleanup Liability—Let The Buyer Beware (Feb.)  
 1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)  
 Business Energy Tax Credits Get Weak Recharge (Feb.)  
 The Impact Of EC 1992 On Foreign-Trade Zones (Mar.)  
 Pending Changes In U.S. Tax Law (Mar.)  
 Employee Benefit Warning: More And Less Ahead (Apr.)  
 Waging A War On Deficit Spending (May)  
 Profiting From Hiring The Older Employee (May)  
 Project Conflict Resolution (June)  
 The RTC's Attempts To Solve The S&L Crisis (June)  
 Metal Fabricating Firms Weigh Location Factors (June)  
 The Nimby Phenomenon (July)  
 Environmental Conditions Impact The Location Process (July)  
 Borrowing Smart In A Country Awash In Money (July)  
 Swaps '90s Style (Aug.)  
 The FTZ and EZ—A Review Of Advantages (Aug.)  
 Turnaround—Taxes And The Realities Of Financing (Sept.)  
 Political And Economic Programs Are France's Forte (Sept.)  
 Sources Of Information For Economic Development (Oct.)  
 The Fine Print Of Capitalizing Interest Expenses (Oct.)  
 Enterprise Zones Revitalize Areas, Stimulate Business Growth (Oct.)  
 Taking Advantage Of The Consolidated Return (Nov.)  
 Caveat Emptor: New Acquisition Rules (Dec.)

## MANAGEMENT AND PLANNING

New Wage Demands In 1990 (Jan.)  
 Two Steps To Productivity Improvement (Jan.)  
 Management Skill Drives Success (Feb.)  
 Selecting The Metro Corporate Headquarters (Feb.)  
 Relocating Corporate Headquarters (Feb.)  
 Effective Management Of Your Hispanic Employees (Feb.)  
 Landscape Management: Projecting And Controlling Costs (Feb.)  
 Employees Asked To Relocate Have Legitimate Concerns (Mar.)  
 Public Warehousing Supports Corporate Expansion (Mar.)  
 Business Parks Evolve To Meet Changing Needs (Mar.)  
 Retraining For Restructuring (Mar.)  
 Telecommunications Impacts Company's Site Selection (Apr.)  
 Ten Location Traps To Avoid (Apr.)  
 Antidote To Rising Medical Costs (Apr.)  
 Quality Control: A Prime Business Plan Element (Apr.)  
 Mapping An Effective Industrial Site Strategy (Apr.)  
 Winning In The '90s (May)



Europe, Inc.—Windows Of Opportunity (May)  
 The Global Company In The 21st Century (May)  
 Power Shift Impacts Brand Equity And Quality (May)  
 Gains Through Gainsharing (May)  
 In Quest Of Skilled Labor (May)  
 The Relocation Process: Timing And Strategic Positioning (May)  
 Project Conflict Resolution (June)  
 Achieving Quality Results (June)  
 The Nimby Phenomenon (July)  
 Team Esteem (Aug.)  
 Immunizing Your Work Force Against Unionization (Aug.)  
 Short-Term Planning For The Long Term (Aug.)  
 Strikes And Striker Replacements (Aug.)  
 Group Consensus Strategy Guides Corporate Relocations (Aug.)  
 A Blueprint For Quality (Sept.)  
 Lagging Productivity Doesn't Add Up (Sept.)  
 Letting The Air Out Of Ballooning Wage Costs (Sept.)  
 A Manufacturing Agenda For The '90s (Sept.) Steering A Group Move Relocation Policy (Sept.)  
 Creatively Wrapped Relocation Packages Move Employees (Oct.)  
 Leading The Way To Quality Improvement (Oct.)  
 Establishing Win-Win Relationships (Nov.)  
 Gainsharing: Planning For Profitable Returns (Dec.)  
 Effective Marketing Strategies (Dec.)  
 A Calculated Approach To Zero Defects (Dec.)

## PERSONNEL AND LABOR

New Wage Demands In 1990 (Jan.)  
 Two Steps To Productivity Improvement (Jan.)  
 Fringe Benefits: A Labor Cost Factor (Jan.)  
 An Update On The Canada-U.S. FTA (Jan.)  
 Management Skill Drives Success (Feb.)  
 1989 Legislative Wrap-Up—Part II: Domestic Issues (Feb.)  
 Modeling The Canadian Health-Care System (Feb.)  
 Effective Management Of Your Hispanic Employees (Feb.)  
 Designing Attractive Employee Relocation Packages (Feb.)  
 Employees Asked To Relocate Have Legitimate Concerns (Mar.)  
 Global Economy And The Age Of Homogeny (Mar.)  
 Selecting A Warehouse/Distribution Location (Mar.)  
 A Growing Border Economy (Mar.)  
 Retraining For Restructuring (Mar.)  
 Promoting Literacy In The Workplace (Mar.)  
 Pending Changes In U.S. Tax Law (Mar.)  
 Antidote To Rising Medical Costs (Apr.)  
 Quality Control: A Prime Business Plan Element (Apr.)  
 Employee Benefit Warning: More And Less Ahead (Apr.)  
 An Education In Quality (May)  
 The Global Company In The 21st Century (May)  
 Profiting From Hiring The Older Employee (May)  
 The Importance Of Secrecy In Site Selection (May)  
 Gains Through Gainsharing (May)  
 In Quest Of Skilled Labor (May)  
 America's Work Force I: The 1990s (June)  
 Achieving Quality Results (June)  
 Metal Fabricating Firms Weigh Location Factors (June)  
 Data Sources For Area Evaluation (July)  
 Corporate Relocation—The Search For Lower Costs (Aug.)  
 Kennedy-Hawkins Bill: A Boost To Litigation, A Threat To Business (Aug.)  
 Team Esteem (Aug.)  
 Immunizing Your Work Force Against Unionization (Aug.)  
 Strikes And Striker Replacements (Aug.)  
 Industrial Forecast Of The '90s (Sept.)  
 Metal Products Plants Have Specific Site Requirements

(Sept.)  
 Letting The Air Out Of Ballooning Wage Costs (Sept.)  
 Steering A Group Move Relocation Policy (Sept.)  
 The Changing Work Force (Oct.)  
 Creatively Wrapped Relocation Packages Move Employees (Oct.)  
 Leading The Way To Quality Improvement (Oct.)  
 Successful Handling Of Contract Negotiations (Oct.)  
 Corporate Executives Rate Site Selection Factors (Dec.)  
 Gainsharing: Planning For Profitable Returns (Dec.)  
 Alternative Work Schedules (Dec.)

## SECURITY AND PROTECTION

Weighing The Costs Of An Environmental Cleanup (Jan.)  
 Addendum To Directory Of Economic Developers (Jan.)  
 Water Conservation: The Developer's Role (Feb.)  
 Landscape Management: Projecting And Controlling Costs (Feb.)  
 Designing Attractive Employee Relocation Packages (Feb.)  
 The Interior Architect's Role In Site Selection (Mar.)  
 Standardization Of Environmental Audits (Mar.)  
 Errors Companies Make In Site Selection (Apr.)  
 Mapping An Effective Industrial Site Strategy (Apr.)  
 The Fast-Track Construction Project (May)  
 The Importance Of Secrecy In Site Selection (May)  
 Environmental Audits Protect Investments (June)  
 Utilities: Natural Resources For Location Information (July)  
 In The Community Spirit (July)  
 Drafting A Sound Building Strategy (Aug.)  
 Private Economic Development Agencies Open Doors (Sept.)  
 Effective Marketing Strategies (Dec.)

## SECURITY AND PROTECTION

Business Parks: The New Amenity-Packed Mini-Cities (Mar.)

## SITE SELECTION

Weighing The Costs Of An Environmental Cleanup (Jan.)  
 Addendum To Directory Of Economic Developers (Jan.)  
 Environmental Cleanup Liability—Let The Buyer Beware (Feb.)  
 Selecting The Metro Corporate Headquarters (Feb.)  
 Relocating Corporate Headquarters (Feb.)  
 Retail Facilities Sell An Area (Feb.)  
 Selecting A Warehouse/Distribution Location (Mar.)  
 The Airpark Concept Will Fly (Mar.)  
 Public Warehousing Supports Corporate Expansion (Mar.)  
 Business Parks: The New Amenity-Packed Mini-Cities (Mar.)  
 Business Parks Evolve To Meet Changing Needs (Mar.)  
 The FTZ Boosts Competitiveness And The Bottom Line (Mar.)  
 Ports Generate Industrial Development (Mar.)  
 Selecting A Port Facility (Mar.)  
 Industrial/Office Parks Draw Corporations (Mar.)  
 The Interior Architect's Role In Site Selection (Mar.)  
 Errors Companies Make In Site Selection (Apr.)  
 Telecommunications Impacts Company's Site Selection (Apr.)  
 Ten Location Traps To Avoid (Apr.)  
 Mapping An Effective Industrial Site Strategy (Apr.)  
 Waste Disposal—A Costly Location Factor (May)  
 The Importance Of Secrecy In Site Selection (May)  
 The Relocation Process: Timing And Strategic Positioning (May)  
 Making Quality Of Life A Primary Corporate Goal (May)  
 Environmental Audits Protect Investments (June)  
 Choosing The "Best" Park Location (June)  
 Metal Fabricating Firms Weigh Location Factors (June)

Environmental Conditions Impact The Location Process (July)

Utilities: Natural Resources For Location Information (July)

Data Sources For Area Evaluation (July)

At First Bite: Finding The Best Food Processing Plant Location (July)

In The Community Spirit (July)

Corporate Relocation—The Search For Lower Costs (Aug.)

Small Industrial Space Meets Great Demand (Aug.)

The FTZ and EZ—A Review Of Advantages (Aug.)

Group Consensus Strategy Guides Corporate Relocations (Aug.)

Complying With New Environmental Rules (Sept.)

The Community Survey As A Location Tool (Sept.)

Metal Products Plants Have Specific Site Requirements (Sept.)

Expansion Plans Shift Into High Gear (Sept.)

Establishing Win-Win Relationships (Nov.)

Corporate Executives Rate Site Selection Factors (Dec.)

### **TRANSPORTATION FACTORS**

Selecting A Warehouse/Distribution Location (Mar.)

The Airpark Concept Will Fly (Mar.)

Ports Generate Industrial Development (Mar.)

Selecting A Port Facility (Mar.)

Choosing The "Best" Park Location (June)

Metal Fabricating Firms Weigh Location Factors (June)

Utilities: Natural Resources For Location Information (July)

Data Sources For Area Evaluation (July)

Profits Flow From Port Industrial Parks (Aug.)

Metal Products Plants Have Specific Site Requirements (Sept.)

Corporate Executives Rate Site Selection Factors (Dec.)

### **State Report Surveys**

Alabama (July)

Alaska (Nov.)

Arizona (Dec.)

Arkansas (Nov.)

California (Sept.)

Colorado (July)

Connecticut (Aug.)

Delaware (Mar.)

Florida (May)

Georgia (June)

Hawaii (Aug.)

Idaho (Dec.)

Illinois (Aug.)

Indiana (Dec.)

Iowa (Mar.)

Kansas (Feb.)

Kentucky (June)

Louisiana (Sept.)

Maine (July)

Maryland (June)

Massachusetts (May)

Michigan (Apr.)

Minnesota (Dec.)

Mississippi (Feb.)

Missouri (Apr.)

Montana (July)

Nebraska (Aug.)

Nevada (Mar.)

New Hampshire (June)

New Jersey (Sept.)

New Mexico (Nov.)

New York (Mar.)

North Carolina (Apr.)

North Dakota (May)

Ohio (Sept.)

Oklahoma (Feb.)

Oregon (Nov.)

Pennsylvania (Apr.)

Puerto Rico (Nov.)

Rhode Island (Apr.)

South Carolina

South Dakota (June)

Tennessee (May)

Texas (Feb.)

Utah (Sept.)

Vermont (Sept.)

Virginia (Mar.)

Washington (Nov.)

West Virginia (Mar.)

Wisconsin (Nov.)

Wyoming (Dec.)

